

## *Japan and China 2005 Trade Mission Delegate Comments*

“I want to let you know how appreciative MulvannyG2 was to be a member of this distinguished delegation and to be promoted by our Governor on different occasions. Doing business in China is about relationships, and having the Governor's introduction and recommendation was far more effective than just ourselves in front of our potential clients. It built the trust immediately and makes it much easier to follow through. I also want to express my thanks to Governor for attending our Shanghai Zhangjiang Semi Conductor Park project during her already fully booked schedule. It really showed she deeply cares about Washington State companies doing business in China. Our client was very happy that she made it.”

— *Ming Zhang, Senior Vice President, MulvannyG2 Architecture*

“Governor Gregoire's China Delegation was an unqualified success from ASPI Group's perspective. The magnitude of China in terms of opportunity, risks, and just sheer size is unbelievable. Any attempt at trying to understand how to grasp the opportunities and avoid the risks on your own would be daunting to say the least. In a matter of a few days, Governor Gregoire, and her very competent staff, provided an initiation into the whole process that was very valuable. What private entity could arrange private daily briefings from the United States embassies, arrange a meeting with the Mayor of Shanghai (both the largest city in the world and the highlight of the 'New China'), arrange tours of our State trade offices, major industrial facilities, trade organizations, and cultural centers - all in a single week? The list of delegates accompanying the Governor was very impressive. Networking with our State's industrial, port, educational, and government leaders is a valuable experience - regardless of the destination. I was also impressed with the Governor's inclusion of bi-partisan participation in the delegation. Governor Gregoire is to be congratulated on the accomplishments of this mission. The world is 'getting flatter' and thanks to this mission, China feels 'a lot closer'.”

— *Kim Foster, Corporate Counsel, ASPI Group, Inc.*

“The entry we gain through CTED in China is great. Having CTED's help in setting up meetings and having them in the meetings is very valuable. It looks like we'll close a deal with their help.”

— *Xinyu (Todd) Qian, President & CEO, Apollo Technology Inc.*

“China has a huge interest in doing business with us but language can be a barrier. The offices the state has, with bi-lingual people, support on the ground and their relationships, are essential.”

— *John Cedergreen, COO/Owner, Columbia Foods Inc./NW Food Processors Association*

“I could not have had the level of meetings I did without being part of the governor's delegation.”

— *Sandra Archibald, Dean of the Evans School of Public Affairs, University of Washington*

“The mission was very well scheduled and the CTED staff is great.”

— *Bill Mann, VP International Sales, United Coatings Manufacturing Co.*

“It’s been a working trade mission! The schedule has been very productive.”

— *BJ Thurlby, President, Washington Fruit Commission*

“Thanks for helping us. We’ve done business in China for years. This is the first time we’ve joined a mission and it’s been great.”

— *Li Zhu, Territory Manager, Zetron, Inc.*

“Excellent CTED staff and planning; good cross-pollination with business and agriculture, and other areas. The mission has been top notch, high quality.”

— *Alan Ralston, Director, Northwest Region, State Relations, The Boeing Company*

“We are grateful for the Governor’s decision to include educational institutions on the trade mission to Japan and China. The inclusion of educational institutions recognizes the importance of education as a core component of the economic health of our state, and the opportunity our private and public educational institutions provide to build bridges between our state and the rest of the world.

“Our participation in the mission was of immense help to our law school in exploring linkages with universities, law schools, law firms, and potential students in Japan and China. We were able to use the trade mission to gain access to some of the top educational institutions and legal professionals in each country. Through such contacts we hope to increase the number of students from those countries who come to Seattle to study law; explore collaborative projects between our faculty and law professors and legal professionals; and explore opportunities for our students to study and work overseas. In addition, being a part of the trade mission introduced us to other Washington educational institutions and businesses. We expect that as a result of those introductions additional opportunities will develop for our faculty and students – both here in Washington State, as well as overseas. The trade mission thus allowed us to explore new relationships and programs internationally, as well as strengthen our relationships here at home.”

— *Professor Ronald C. Slye, Director, International & Comparative Law Programs  
Seattle University School of Law*

“I’ve developed good relationships in the delegation and in Asia.”

— *Mark Chinen, Professor of Law and Director of LLM Program, Seattle University School of Law*

“I was glad to see more education participation.”

— *Elizabeth Willis, Trustee, Pierce College*

“Thanks for your wonderful support to Apollo. The signing ceremony was a complete success. We sincerely appreciate Governor's attending. It not only helped seal this deal, but also open a lot of future opportunities. As a result of the trade mission, we have gained five solid bank leads.”

— *Todd Qian, Apollo Technology Inc.*

“Greetings from Shanghai China. I am glad that I participated in the Governor's Asia Mission. With introductions of Governor, companies like us will increase the visibility in China, and will definitely help us to further expand our market in China. I would also like to thank the hard work CTED team has done for this trip, to make it a successful one.”

— *ZETRON*